

**ORG 8208**



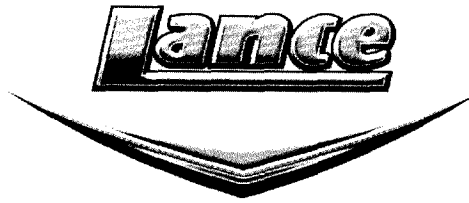
October 31, 2012

U.S. DOT/NHTSA  
ATTN: VIN Coordinator  
1200 New Jersey Avenue, S.E. W45-205  
Washington, D.C. 20590

Certified Mail – Return Receipt Requested

Subject: In accordance with 565.16 (c) of 49 CFR, Lance Camper Mfg. Corp. hereby **submits the SAE cancelation letter of our old WMI** and hereby submits a **new** Vehicle Identification Number and decoding information beginning with Mid-Model Year 2013.

VIN Position	Description	Codes
<b><u>1<sup>st</sup> Section</u></b>		
1	WMI	5 = Assigned by SAE
2	WMI	6 = Assigned by SAE
3	WMI	Y = Assigned by SAE
<b><u>2<sup>nd</sup> Section</u></b>		
4	Make/Type of Trailer	T = Lance/Ball Type Pull
5	Body Type	T = Travel Trailer H = Toy Hauler
6&7	Length of Trailer	Two Digits Calculated to Equal Feet Long  (Example 18 = 18 Feet Long)
8	Axle Configuration	1 = 1 Axle 2 = 2 Axle 3 = 3 Axle
<b><u>3<sup>rd</sup> Section</u></b>		
9	Check Digit	Calculated Per VIN Digit Calculator



**4<sup>th</sup> Section**

10	Model Year	D = 2013 E = 2014 Model Year
11	Plant Location	L = Lancaster, CA
12	Mfg. Sequentially Assigned	Mfg. Sequentially Assigned
13	Mfg. Sequentially Assigned	Mfg. Sequentially Assigned
14	Mfg. Sequentially Assigned	Mfg. Sequentially Assigned
15	Mfg. Sequentially Assigned	Mfg. Sequentially Assigned
16	Mfg. Sequentially Assigned	Mfg. Sequentially Assigned
17	Mfg. Sequentially Assigned	Mfg. Sequentially Assigned

Thank you for your consideration in this matter. If you have any questions or concerns, please don't hesitate to let me know.

Sincerely,

Jeffrey Souleles, Vice President

Enclosure/VIN Decoder

cc: Dan Goldberg